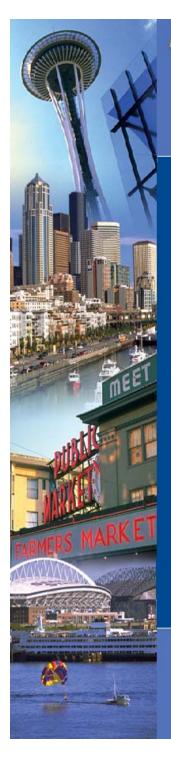






# 7 ANNUAL SMALL BUSINESS CONFERENCE

THE WASHINGTON STATE
CONVENTION AND TRADE CENTER



# 7<sup>TH</sup> ANNUAL SMALL BUSINESS CONFERENCE

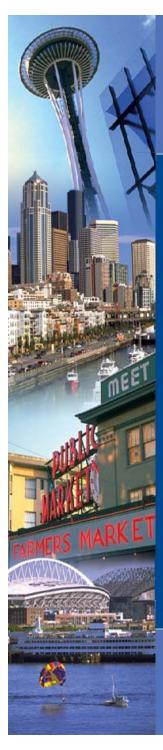
#### BWXT Y-12 Mentor-Protégé Program

Gloria D. Mencer, Manager Socioeconomic Programs Office

June 2006







## Overview of the Mentor-Protégé Program

- A learning, growth and relationship building program
- 8 small businesses and 3 HBCUs
- 2 year program
- Contracts applicable as part of the learning and growth process and when it benefits both parties









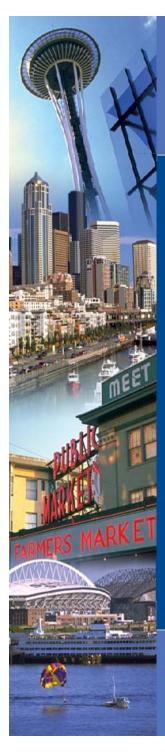
## Overview of the Mentor-Protégé Program

- Minimum Requirements based on DOE's requirements (used as a prescreen)
  - Must be Small Business certified under Section 8(a) of Small Business
     Administration or other Small Disadvantaged Business, woman-owned, Small Disabled
     Veteran Owned Business HBCU and any other minority institute of higher learning
  - Must be eligible to receive government contracts
  - Must be in business for 2 years









#### **Evaluating a Potential Protege**

- Review technical capabilities of both parties
  - Do the capabilities of the company match Y-12's requirements?
  - In what areas does the company need to be mentored?
  - Based on review, is the company's need for a Mentor great or small?
  - Can Y-12 help this company or institution? If so, how?
  - What does Y-12 have that would help meet the company's business objective?
  - Does Y-12 have the resources to assist the Small Business?









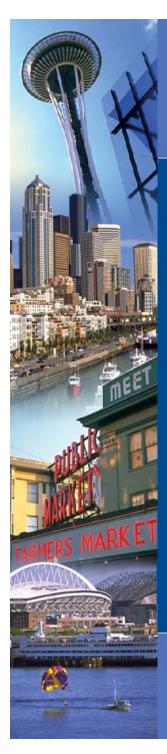
#### Evaluating a Potential Protégé

- Other considerations
  - What is the financial status of the company?
  - Does the company primary NAICS code duplicate a primary NAICS codes already in place in Y-12's Mentor Protégé Program?
  - What is the socioeconomic category?
  - Is the company foreign owned? What is the citizenship of the owners?
  - Do the company capabilities fit into Y-12's Future planning?









## Selection of the Protégés in the Y-12 Program

- Selection of the current companies included the following:
  - Capabilities and services utilized by the Site
    - Safeguard and Security
    - Engineering Services
    - Construction Services
    - Project Management







## Selection of the Protégés in the Y-12 Program

- Specific needs the Site was seeking
  - Safeguard and Security
  - Engineering Services
  - Construction Services
  - Project Management







#### **Other Considerations**

- Historical knowledge about Y-12
- The company's services matched Y-12's future planning







#### **Currently taking applications**

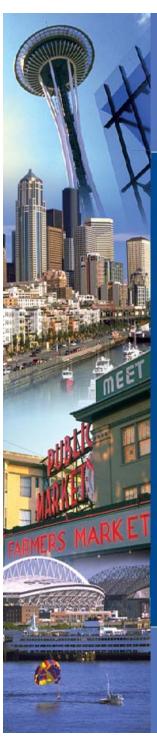
Website:

http://www.y12.doe.gov/business/socioeconomic/









### **Small Business Program Key Contacts**

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